

DATE: October 10, 2003

TO: Paul Castro, Mayor and Commissioners of Lake Park

FROM: Commodore Tom Sullivan and FRC Bob Bitowft of
North Palm Beach Yacht Club (NPBYC)

SUBJ: Possible Relationship between Lake Park Marina & NPBYC

The NPBYC is interested in being able to use some space in the new marina building for boating and yachting social activities. We need a 3000 square foot meeting room with adjacent kitchen facilities for our 160 members and a minimum of 1500 square feet storage for our 22 boats.

The Yacht Club (YC) would like to be a junior partner in the activities that could be administered from the new marina building. These activities would include the ships store, the sailing program, yearly fishing contests, blessing of the fleet, poker runs, sailing regattas, measured mile competition, dinner dances, ceremonies and balls and Blue Gavel events, etc.

The YC is prepared to facilitate the following remuneration to Lake Park on the understanding that we will be consulted on all YC boating & activities.

- NPBYC pays Lake Park \$850 per month for use of facilities.
Annual Income: \$10,200
 - Ships Store to provide uniforms, insignia, T-shirts etc., for sale to members of all area boating organizations about 600 people.
Estimated Income: \$2000
 - Sailing Program equated with similar local sailing programs
Estimated Income: \$2000
 - Buoy Moorings for 20 buoys for transients for Winn Dixie shopping
(Note: Winn Dixie would likely pay for installation)Est. Income: \$2000
 - NPBYC would transfer title of all Club boats (kayaks and sailboats) to Lake Park when long term relationship is worked out between the parties.
22 Boats and Trailers and supporting equipment. Market Value: \$35,000
 - Income from all other activities (fishing, poker run, dances etc.) \$1,000
- We look forward to discussing this proposal with Lake Park officials.

Bob Bitowft

North Palm Beach Yacht Club

September 19, 2003

Mr. Douglas Drymon, Town Manager
Lake Park, FL 33403

Dear Mr. Drymon:

Subject: North Palm Beach Yacht Club (NPBYC) Exploratory Interest in
Association with the new Lake Park Marina.

Reference: (1) Bitowft Memo/Presentation to the Lake Park Marina Development
& Control Board of July 10th. (revised 8/5/03)
(2) Bitowft Memo to Paul Carlisle, Public Works Director of August 7th.
(both memos attached)

The NPBYC is interested in exploring the possibility of obtaining space in the new Lake Park Marina building complex. Our current membership (150) and boating assets (16) require a meeting room of 3000 square feet and boat storage of 1500 square feet. The meeting room should have adjacent kitchen facilities. We would consider the right waterfront location and the right relationship for a permanent home, for our Club. The new Lake Park Marina Complex might just be the right place.

We would like to be considered a kind of junior partner in the new marina complex. Our club has member skills that encompass all aspects of marina operations and yacht club activities and we would envision contributing services, as appropriate.

With the right relationship between Lake Park and our Club we would like to offer the following thoughts on remuneration for your consideration:

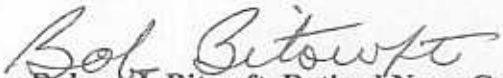
- (A) The Club would be agreeable to paying Lake Park rent in an amount Equal to \$25 (negotiable) per member per year based on the annual January membership numbers.
- (B) The Club would consider offering our boats to Lake Park to start A yearly, ongoing sailing program. Income from the program would go to Lake Park Marina.
- (C) The Club would be interested in stocking the Ships Store with Yacht Club insignia and other uniform items for all local marine organizations. Profit from sales would go to Lake Park Marina.
- (D) The Club's fishing tournament and other activities could be tied in With the Marina and profits could be shared.

- (E) The Club might consider coordination of food service, at the Marina.
- (F) The new Winn Dixie market could provide additional revenue for the Marina, from cruising transients. There is no convenient shopping for cruising vessels along the ICW. Lake Park marina could provide mooring balls (estimate 20) and a dingy dock for boaters to shop at Winn Dixie and the marina store. Transient boaters would pay \$10 per night for mooring with dinghy dock priviledhges.

Commodore Sullivan and I thank you for this opportunity to present some of the beneficial cooperative activities that could take place between the Yacht Club and the Marina. We have also provided you with some ideas on remuneration and income for the Marina. If you are able to provide us with the space requirements etc., listed above I am confident that we can work out a mutually satisfying relationship. (subject to Club Board approval)

If after review, of the information that has been presented you decide that it is not in Lake Park's best interest to proceed with negotiations please let us know and we will remain at our present home at the Waterford Hotel.

Very truly yours,



Robert J. Bitowft, Retired Navy Captain
BS/MBA, Coast Guard Master 100 Tons

CC:J.Knox

P.O. Box 13124 North Palm Beach, FL 33408-7124

NORTH PALM BEACH YACHT CLUB

DATE: August 7, 2003

TO: Mr. Paul Carlisle, Public Works Director, Lake Park (cc J. Knox)

FROM: Bob Bitowft, North Palm Beach Yacht Club (NPBYC)

SUBJ: NPBYC Interest in Association with Lake Park Marina – Status

Dear Paul:

I have attended three Marina Board meetings. I made a presentation about the NPBYC and provided an information sheet and some club newsletters to all the Board members. The purpose of this memo is to bring you up to date since our meeting and to offer you some additional services that the club could make available to the Town. (Public Works Department or the Marina Board)

I have enclosed the NPBYC Information Sheet together with copies of the last three "Ships Wheel", which is the club's monthly newsletter.

My understanding is that the current plan is for us to meet with Jim Knox in the near future to see if we can reach a mutually agreeable relationship.

We have some very marine knowledgeable/connected members amongst the membership of the NPBYC. We would welcome a relationship with the Town wherein you would consider us like a junior partner. We would volunteer to provide technical and operational consulting to you on an as requested basis.

Members of the NPBYC are currently acting as marina managers or have been marina managers in the past. We have members that own/control marinas and also members who administer the resident yacht club and manage the food service provider. We have a member that is the author of a current book on yacht club history and tradition. We have members of the club who are on the BOD of the Palm Beach County Marine Industries Association. We have another member that provides a boating news and events newsletter for Palm Beach County and the Treasure coast. We have members who provide most marine repair and maintenance services. We have members who have had experience obtaining grant and funding money. The idea would be for you to be able to get recommendations and maybe assistance on any marine subject from your NPBYC junior partner.

Bob Bitowft, BS Construction, MBA, Ret. Navy Capt., Master 100 Ton CG License

P.O. Box 13124 North Palm Beach, FL 33408-7124

Bob Bitowft

DATE: July 10, 2003

(8/5/03)

TO: Lake Park Marina Development & Control Board Members

FROM: Bob Bitowft, NPB Yacht Club Representative (841-5511)

SUBJ: NPB Yacht Club Information Sheet

MEMBERSHIP: Current Membership 150 (Summer Attendance 50 to 80)
Membership is open to all Palm Beach Area residents (dues @ \$100/year)

MONTHLY MEETINGS:

Dinner (or Dinner Dance/Speaker) @ the Waterford Hotel (PBG) cost \$18.00
Board of Directors @ the Waterford no charge
Cocktail Social @ the Waterford cash bar
1st Fridays @ Member Homes no cost

BOATING ACTIVITIES:

Monthly Full Moon Raft-ups @ Lake Worth or at Other Locations
Monthly Rendezvous (1 to 4 days) Ft. Pierce, Manatee Pocket, Etc.
Monthly Sailing Regattas (Ocean off Singer Island etc.)
Monthly Kayak Member Picnic Outings on Lake Worth and other
Weekly Sailing Lessons (Children/Youth/Adults)

YEARLY ACTIVITIES: Blessing of the Fleet Poker Run
Fishing Tournament Buffalo Night
Measured Route Contest Heritage Day Parade
Pool Party Various Dinner Dances
Change of Watch Ceremony Christmas Carol Singing
Commodore's Ball (Abacoa Country Club)

Equipment/Facilities:

6 Optimist Sailing Dinghies & 3 Day Sailors for total of 9 sailboats
1 Avon Chase Boat
12 Kayaks (8 single and 4 double)
1 Boat Storage Building (1500 sq/ft) provided by NPB @ \$1 lease/year
100 plus or minus chairs and 4 or 5 tables for food serving/eating

Notes:

- (1) 110 to 135 people attend winter monthly dinner meetings
- (2) The Waterford Hotel provides dinner at a total cost of \$18 per meal including desert and coffee/tea.
- (3) We have the use of rooms at Waterford and Anchorage Park for meetings and sailing instructions during each month at no charge.
- (4) The membership fleet contains @ 24 sailing vessels and 73 powerboats.
- (5) The Club also has an affiliation with the "Order of the Blue Gavel".

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Bob Bitowft

DATE: 10/1/03

TO: MAYOR PAUL CASTRO (LAKE PARK) OPT #2

FROM: BOB BITOWFT FRC NPBYC

2/10 21
FROM
NPBYC

SUBJ: END OF DIALOGUE REGARDING YACHT CLUB
ACQUIRING SPACE IN NEW LAKE PARK MARINA
COMPLEX.

10 SECS
01

IT APPEARS THAT THERE WILL BE NO LAKE PARK
YACHT CLUB AT THE LAKE PARK MARINA AT THIS
TIME. I AM SORRY FOR BOTH OF US.

ENCLOSED FIND THE MATERIAL I PRESENTED TO
THE MARINA BOARD AND TO THE TOWN MANAGER
(IN HIS OFFICE ABOUT TWO WEEKS AGO). IN CASE
HE DID NOT PROVIDE YOU WITH THIS INFORMATION
I THOUGHT I WOULD PROVIDE SAME FOR YOUR FILES.

WE CONSIDER THIS MATTER/OPPORTUNITY CLOSED.

IF YOU SHOULD DECIDE AT SOME LATER DATE THAT
YOU WANT TO DISCUSS SOME ASSOCIATION WITH
OUR YACHT CLUB PLEASE CONTACT COMMODORE
THOMAS SULLIVAN @ 772-223-8789

BEST WISHES FOR A GREAT NEW MARINA IN LAKE PARK

Bob Bitowft

Additional Footnote:

An old proverb is ringing loudly in my ear. Do you hear it too?

“A bird in hand is worth more than one in the bush.”

When you do finally consider the bids on the harbor master building and look at Option #1 and, hopefully, Option #2, please remember this proverb.

Option #1

Build and pay for a shell building with taxpayer's money a building that no one has agreed to rent, lease or purchase. This building is one that no one has even agreed to use.

It could be an eye sore for many years. It more than likely would invite vandalism or at least attract vandals.

It would not return a nickel to our town for the investment *until* someone 'adopted' it.

Option #2

Build and pay for a usable addition to a building with taxpayer's money a building that someone has already agreed to rent or lease. We have someone here with "money in hand".

It certainly would not be an eye sore or cause a security problem.

This building addition would be an investment with a contracted dollar rate of return.

Decision:

It's a no brainer. I'll go for the money honey. Should a real restaurateur lumber by and want to open a restaurant in the marina, the commission could consider the merit of that proposal then, when the money shows up. No pun on words intended here, but I do not Harbor the idea of the town *speculating* on a business opportunity of any size.